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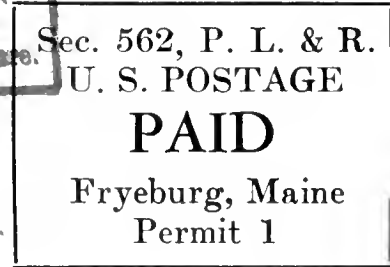
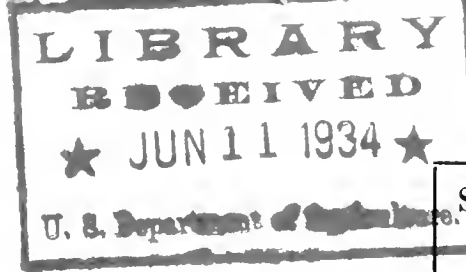


62,35

*Flowering Shrubs*  
*Evergreen Trees*  
*Deciduous Trees*  
*Nut Trees*  
All Guaranteed To Live

WESTERN MAINE FOREST NURSERY  
FRYEBURG, MAINE

Postmaster: If addressee has removed and  
new address is known, notify sender on  
Form 3547, postage is guaranteed.



*Miss Newman*

Horticultural Crops & Diseases  
Department of Agriculture  
Washington, D. C.



.....WE GUARANTEE OUR TREES TO LIVE

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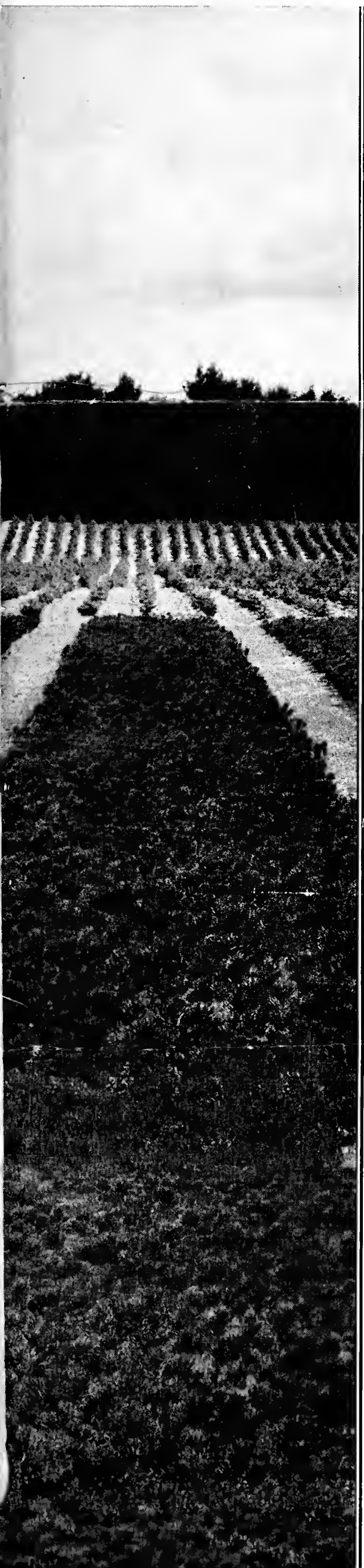
## *A Letter of Thanks to Our Customers*

In 10 years the output of our small nursery has grown from about 20,000 trees to nearly 2,000,000. Our family of customers has grown from a few hundred here in Maine to many thousands all over the country. Of course we have advertised our trees — not extensively, but in various ways. We have believed that the advertising was building our business. Last year was a hard year to get business — we spent a little more for advertising than usual — the results weren't quite so good. So this winter we set out to find out just where our new customers of 1933 came from, why they came to us to buy trees. And this is what we discovered: 41% of all the new customers last year were sent to us by their friends who were our friends and customers. No greater tribute can be paid any product or any company than this. I want to thank both personally and on behalf of every member of our organization every one of our customers who has contributed so greatly to our business by recommending our trees (and ourselves) to his friends.

Throughout the years to come we will try to justify your confidence in us by endeavoring to grow better trees, by keeping our prices reasonable and by continuing the same policy of honesty, generousness and good will that prompted you to recommend us to your friends.

Sincerely yours,

*T. C. Eastman*









Colorado Blue Spruce

### HOW TO PLANT AND CARE

To plant these small trees, use a trowel or shovel and make a hole large enough to accommodate the roots when they are well spread out. Put a little water in the hole, pack the earth around the roots, keeping them well spread. When the hole is filled, pack the earth down firmly so that no air can get to the roots to dry them out. Be very careful between the time you receive the trees and the time you plant them not to let the roots dry out. Dry roots are always fatal to an evergreen. If you are planting the trees in your garden to let them grow a few years before putting them in their permanent locations, keep them about a foot apart. If you are not ready to put them in their permanent location at the end of two years, be sure to transplant them again, placing them two feet apart.



Scotch Pine

## REASONABLE PRICES

Kind of Tree	Age in Years	Times Trans-planted	Size Inches	Per 100	Per 25	Per 10
American Arborvitae	3	T	2-6	\$ 3.00	1.00	.50
Austrian Pine	4	T	4-10	5.00	1.50	.75
Austrian Pine	5	TT	6-12	8.00	2.50	1.25
Austrian Pine	5	TT	8-15	10.00	2.75	1.50
Balsam Fir	6	TT	6-9	8.00	2.50	1.25
Balsam Fir	6	TT	9-12	10.00	2.75	1.50
Black Hill Spruce	3	T	2-4	3.00	1.00	.50
Canadian Hemlock	5	TT	6-10	12.00	3.50	2.00
Canadian Hemlock	6	TT	12-15	15.00	4.00	2.25
Carolina Hemlock	6	TT	10-15	20.00	5.50	3.00
Colorado Blue Spruce	5	TT	6-10	10.00	2.75	1.50
Colorado Blue Spruce	6	TT	10-15	15.00	4.00	2.25
Douglas Fir	4	T	3-6	3.00	1.00	.50
Douglas Fir	6	TT	5-10	8.00	2.50	1.25
Englemann Spruce	3	T	2-4	3.00	1.00	.50
Englemann Spruce	4	TT	2-6	5.00	1.50	.75
European Larch	4	T	8-12	8.00	2.50	1.25
European Larch	4	T	12-18	12.00	3.50	2.00
European Larch	6	TTT	24-30	20.00	5.50	3.00
Mugho Pine	4	T	5-10	3.00	1.00	.50
Mugho Pine	5	TT	6-10	8.00	2.50	1.25
Norway Spruce	4	T	5-10	3.00	1.00	.50
Norway Spruce	6	TT	6-12	5.00	1.50	.75
Norway Spruce	6	TT	12-18	8.00	2.50	1.25

\* White Pine may be shipped into all states (and the District of Columbia) except Arizona, California, Colorado, Nevada, New Mexico, Utah, and Wyoming.

Five trees of the same kind and size at the 10 rate, 50 at the 100 rate. All prices on this page are F.O.B. Fryeburg, Maine. Orders shipped C.O.D. providing a payment of one-half the amount accompanies the order.

Shipping Weights: (approx.) 3 & 4 year, once transplanted trees, average 10 lbs. per 100 trees.—5 year, twice transplanted trees average 20 lbs. per 100 trees.—6 year, twice transplanted trees, average 25-40 lbs. per 100 trees.

## QUALITY TREES

Kind of Tree	Age in Years	Times Trans-planted	Size Inches	Per 100	Per 25	Per 10
Oriental Golden Arborvitae	3	T	4-8	5.00	1.50	.75
Red Pine	4	T	5-10	3.00	1.00	.50
Red Pine	5	TT	6-10	5.00	1.50	.75
Red Pine	6	TT	12-18	10.00	2.75	1.50
Scotch Pine	4	T	8-12	3.00	1.00	.50
Scotch Pine	4	TT	6-10	5.00	1.50	.75
*White Pine	4	TT	4-6	8.00	2.50	1.25
White Spruce	4	T	5-10	3.00	1.00	.50
White Spruce	6	TT	6-12	5.00	1.50	.75
White Spruce	6	TT	12-15	8.00	2.50	1.25
White Spruce	8	TTT	15-18	20.00	5.50	3.00
Juniperus Cracovica (upright)	4	TT	8-12	20.00	5.50	3.00
Juniperus Sabina	cuttings	T	8-10	20.00	5.50	3.00
Juniperus Pfitzeriana	4	T	6-10	20.00	5.50	3.00
Juniperus Waukegan (spreading)	4	TT	6-10	20.00	5.50	3.00
Globe Arborvitae	3	T	6-10	20.00	5.50	3.00
Pyramidal Arborvitae	4	TT	8-10	20.00	5.50	3.00
Siberian Arborvitae	4	TT	6-8	20.00	5.50	3.00
Taxus Cuspidata (spreading)	3	T	8-10	20.00	5.50	3.00
Taxus Cuspidata Capitata (upright)	3	T	8-10	20.00	5.50	3.00



White Spruce

### WHY OUR TREES ARE GUARANTEED TO LIVE

BECAUSE they have been transplanted every two years. BECAUSE this transplanting gives to the tree the proper root growth to feed the trees. BECAUSE they have been started in the finest soil best adapted for giving them a healthy, vigorous foundation.

DON'T buy trees by size. The country has been flooded with literature stressing the size of trees that can be bought for little money. No mention is made in such advertising of the age of the trees or of how many times they have been transplanted. Only about 50% of the trees sold on this basis live. DON'T BE FOOLED—Know what you are buying.

WE INTEND TO STAY IN THE NURSERY BUSINESS. WE WANT FRIENDS AND SATISFIED CUSTOMERS.

WE OFFER YOU ONLY THE BEST TREES —TREES THAT WILL LIVE

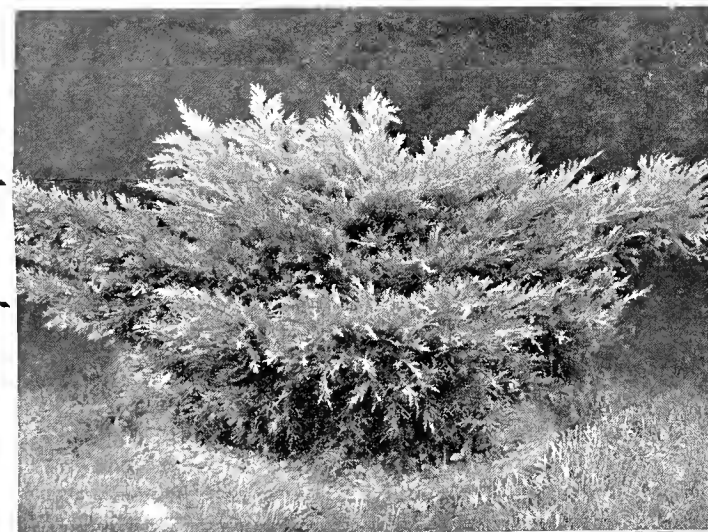
# GUARANTEED TREES COST NO MORE

### OUR GUARANTEE

Every tree sold by us from this price list that does not live will be replaced absolutely free of charge. Notify us of the number of dead trees you have, if any, before Oct. 1, 1934. Shipment of the replacements will be made by parcel post prepaid.

WE do our part. YOU must do yours to make your trees live. Get them promptly from the express company. Unpack and plant immediately.

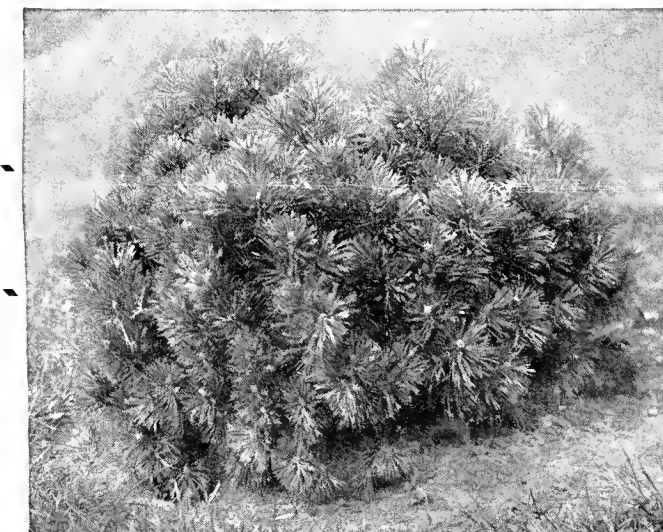
DO NOT LET THE ROOTS DRY



Pfitzer Juniper



American Arborvitae



Mugho Pine



Norway Spruce

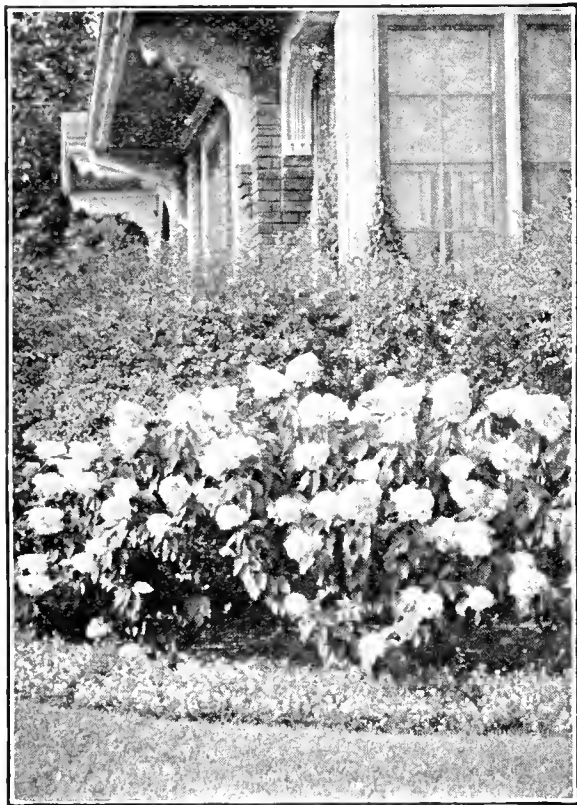


# Beautiful Flowering Shrubs

Strong and Healthy  
Guaranteed to Live

3 FOR \$1.00 10 FOR \$3.00

Your Choice  
Any Assortment



Hydranger P. G.

DESCRIPTIONS			
Variety	Size	Color of Flowers	Time of Flowers
Aralia Pentaphylla	2-3 ft.	White	Summer
Beauty Bush	2-3 ft.	Pink	May and June
Butterfly Bush	18-24 in.	Lilac	All summer
Common Snowball	2-3 ft.	White	Late May
Deutzia Crenata	2-3 ft.	White	May
Dentzia P. of R.	2-3 ft.	Pinkish-White	May
Flowering Almond	18-24 in.	Rose	May
Forsythia Intermedia	2-3 ft.	Yellow	April-May
Honeysuckle Morrowi	2-3 ft.	White	May
Honeysuckle Red	2-3 ft.	Light Red	May
Honeysuckle Tartarica	2-3 ft.	Bright Pink	May
Hydrangea Arborescens Grandiflora (Hills of Snow)	18-24 in.	Snow-White	July
Hydrangea Paniculata Grandiflora	18-24 in.	White, changing to Pink	Early August
Philadelphus Coronarius	2-3 ft.	White	June
Spiraea Anthony Waterer	18-24 in.	Red	All summer
Spiraea Billardi	2-3 ft.	White	August
Spiraea Callosa Rosea	2-3 ft.	Rose	Nearly all summer
Spiraea Van Houttei	2-3 ft.	White	July
Weigela Rosea	2-3 ft.	White	Summer
Weigela Variegated	2-3 ft.	White	Summer



Spiraea Anthony Waterer



Flowering Almond



Weigela Rosea



Honeysuckle



Snowball

## IBOLIUM PRIVET

Fast growing, white flowers—June and July. Very hardy, upright growth. Makes a beautiful hedge.

100 for \$10.00      50 for \$5.00  
25 for 2.75      10 for 1.50



Ibolium Privet

ORDER THESE  
SHRUBS *TODAY*.  
ONLY A LIMITED  
QUANTITY OF SOME  
VARIETIES.

EVERY SHRUB IS  
STRONG, HARDY, HEALTHY  
READY TO BLOOM  
AND  
*GUARANTEED TO LIVE*

## JAPANESE BARBERRY

12 to 18 inches tall

Dwarf habit, very graceful. Its foliage turns to a beautiful red in the fall. Red berries remain all winter. One of the best hedge plants.

100 for \$10.00      50 for \$5.00  
25 for 2.75      10 for 1.50



Japanese Barberry

# WESTERN MAINE FORES



# Deciduous Trees

*Nursery Grown—Healthy*

JUST THE RIGHT SIZE TO PLANT

1	10	25	100
FOR	FOR	FOR	FOR
25c	\$2. <sup>00</sup>	\$4. <sup>00</sup>	\$15. <sup>00</sup>

YOUR CHOICE ANY ASSORTMENT

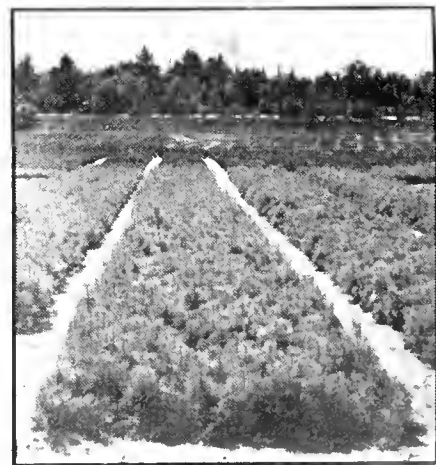


Oak

## DESCRIPTIONS

	Size	Shape	Growth	Soil	Grows to
White Ash	2-3 ft.	Oblong	Medium	Good	60-75 ft.
Mountain Ash	12-15 in.	Spreading	Medium	Any moist	25-40 ft.
†American Beech	12-18 in.	Oval	Slow	Sandy Loam, Lime	60-75 ft.
†Black Walnut	12-18 in.	Spreading	Slow	Good	60-75 ft.
†Butternut	12-18 in.	Spreading	Slow	Good	40-60 ft.
White Flowering Dogwood	12-18 in.	Horizontal	Medium	Light	15-25 ft.
American Elm	12-18 in.	Vase	Medium	Any	75-100 ft.
Siberian Elm	12-18 in.	Spreading	Quick	Any	40-60 ft.
†Hazelnut	18-24 in.	Spreading	Medium	Any	15-30 ft.
Common Honeylocust	12-15 in.	Spreading	Quick	Dry	40-60 ft.
†Horsechestnut	12-15 in.	Round	Slow	Rich	40-60 ft.
Ohio Buckeye	15-18 in.	Round	Slow	Rich	40-60 ft.
American Linden	12-15 in.	Oval	Medium	Good	40-60 ft.
Red Maple	18-24 in.	Spreading	Medium	Wet	60-75 ft.
Silver Maple	18-24 in.	Spreading	Quick	Wet	75-100 ft.
Box Elder	12-15 in.	Spreading	Quick	Any	40-60 ft.
†Chestnut Oak	12-18 in.	Conical	Slow	Good	40-60 ft.
†Pin Oak	12-18 in.	Conical	Slow	Wet	60-75 ft.
†Red Oak	6-12 in.	Spreading	Slow	Rich sandy	75-100 ft.
†Scarlet Oak	6-10 in.	Spreading	Slow	Dry sandy	60-75 ft.
†White Oak	12-18 in.	Spreading	Slow	Moist	75-100 ft.
*Carolina Poplar	18-24 in.	Spreading	Quick	Any	40-60 ft.
*Lombardy Poplar	18-24 in.	Pyramidal	Quick	Any	40-60 ft.
Sweetgum	12-18 in.	Oval	Slow	Wet rich	40-60 ft.
American Sycamore or Plane Tree	2-3 ft.	Spreading	Medium	Wet	75-100 ft.
Tuliptree	12-18 in.	Oblong	Quick	Moist rich	75-100 ft.

\* Carolina Poplar and Lombardy Poplar POSITIVELY cannot be shipped after April. 30. † Nut Trees.



VIEWS OF OUR NURSERY

# T NURSERY, Fryeburg, Maine

# Are Our Customers Satisfied?

## READ THESE LETTERS

42 No. Broad St., Waynesboro, Pa.  
Sept. 28, 1933

Dear Sir:

In reply to your letter . . . I do want to tell you about the evergreens I purchased from you in the spring of 1932.

I planted a row and the ground was hard and a clay soil, but the trees just grew fine and only one tree died. The height of the trees is now from 2 feet to 3½ feet and they all look fine and healthy. Yours truly,

Mr. William H. Potter

606 No. Cicero Ave., Chicago, Ill.  
Nov. 11, 1933

Dear Mr. Eastman:

I am writing this letter just to tell you how very pleased I have been with the 100 Norway Spruce. I did not lose 1 tree in the planting. It's about four years since you sent me these trees, for which I paid you \$3.00. Today they are worth from 75c to \$1.00 each.

Yours very truly

Alfred Keates

207 W. Utica St., Buffalo, N. Y.  
Sept. 27, 1933

Dear Mr. Eastman:

In answer to your letter of Sept. 21, the trees I bought from you are the best in my garden and will buy more just as soon as I get a larger place. Your trees are better shape than other trees that I bought. My next order will be . . . .

Yours truly,

C. Kropelin

Deerfield, Ill.  
Oct. 10, 1933

Dear Sirs:

About five years ago I started receiving trees from you. They were sent every spring. Always found you more than fair and generous: all fine, large trees and just dying to grow. Now have about 600 on hand.

Yours very truly,

Father Savage

54 Burdick Ave., Johnson City, N. Y.  
Sept. 25, 1933

Sirs:

I am enclosing \$1.00 cash for 10 Blue Spruce.

I have yet to lose my first tree received from you . . . .

Lee G. Hofer

(Mr. Hofer has had six shipments of trees from us.)

6 Columbia Ave. Middletown, N. Y.  
Sept. 26, 1933

Dear Mr. Eastman:

Please understand the trees I have bought from you from time to time have always been up to grade and full of life. I seldom lose one of your trees and that's saying a lot when I handle them. Also your treatment to customers can't be beat. I am enclosing \$1.00 for the 10 Blue Spruce.

Yours for beautiful evergreens,

P. E. Cokelette

50 Court St., Brooklyn, N. Y.  
Sept. 28, 1933

Dear Sir:

It might be interesting to you to hear that out of the one hundred small trees which I purchased from you about two years ago for \$3.00, only two have died and the others are all flourishing and we expect to transplant them to their permanent locations next March.

Very truly yours,

Sarah Stephenson

New Orleans, La., 1520 Canal Bank Bldg.  
Sept. 29, 1933

Dear Sir:

I have your letter of Sept. 19 requesting the information as to just why you have not had an order from me in response to your recent price lists.

Wish to assure you the fault has not been yours, as your prices and varieties have been entirely satisfactory but due to the recent bank failures . . . . .

Yours very truly,

R. W. Sparkman

600 No. First St., Norfolk, Nebr.

Dear Sirs:

About three years ago we received a nice order of young evergreens from you and we are glad to report that they have survived splendidly and are large enough now to make a nice showing . . . . .

Yours very truly,

Thomas LeRay,  
Park Superintendent

625 E. 18th St., Brooklyn, N. Y.  
Sept. 27, 1933

Gentlemen:

Four years ago I ordered one of the collections of 100 trees for \$3.00. I planted them and to date have not lost a single tree. They are growing nicely. . . . Your trees are trees that live and grow.

Very truly yours,

John Remsen

6027 Linden St., Brooklyn, N. Y.  
Sept. 26, 1933

Dear Sir:

I have 10 Balsam Fir purchased of you 2 years ago, and every one has grown from 4-8 inch transplants to 12 to 18 inch trees.

Yours truly,

Howard H. Weber

Dear Friend:

Rochester, Pa.

I wish to compliment you very highly on the fine quality of trees I received from you this spring. They had wonderful root systems and I lost only 1 Scotch Pine,—dry as it has been this summer. Everyone who stops at our place asks where I got such pretty trees. . . .

Yours sincerely,

Floyd M. Spade

# Do We Really Replace Trees That Die?

## ASK THESE PEOPLE

129 Lewis St. Buffalo, N. Y.

Dear Mr. Eastman:

Replying to your letter of September 28th: The young white spruce trees which you sent me arrived O. K., and I immediately planted them.

It is indeed a pleasure to do business with a house which handles a buyer with the courtesy you have shown me, and you may rest assured that I will abide by this courtesy in placing my next order for young trees and also in my conversations with parties handling young trees.

Thanking you, I remain,

Yours very truly,

V. R. W. Luce

123 Superior St., Michigan City, Ind.

Oct. 20, 1933

Dear Sir:

Received the replacement order of trees in fine shape. I want to thank you for replacing this order. I did not write you with this in view, as the trees were not guaranteed to live. This proves that you are interested in trees you sell beyond the selling. Whenever I have the opportunity will surely recommend your trees.

Very respectfully,

Harry A. Gloye.

61 Rosette St., Waterbury, Conn.

Oct. 3, 1933

Gentlemen:

I have received the 10 Blue Spruce and the 25 Red Pine and want to express my appreciation of your service. I did not expect you to replace the red pine, as I was perfectly satisfied with the ones coming along, and again I want to thank you for your kindness.

Sincerely,

Stephen Hallaway

Mt. Vernon, Ohio

Gentlemen:

I wish to make grateful acknowledgment of receipt of the ten Blue Spruce and the 50 Norway and White Spruce sent as a replacement of some we lost. We have these planted and hope for better growing conditions for them. Thank you very much. I appreciate the thought in sending them.

Sincerely,

Mrs. Carrie Wilkinson

Aberdeen, S. D.

Oct. 3, 1933

Please accept my many thanks for your replacement of your Prosperity Offer. It was quite unexpected and I can assure you very much appreciated. You suggest Red Pine . . .

Yours very truly,

D. G. Gallett

R6, Box 215, Evansville, Ind.

Oct. 12, 1933

Sir:

I received replacement of trees in fine condition and I wish to thank you.

Fred Eichele

Clinton, Iowa, 1401 19th St.

Nov. 10, 1933

Gentlemen:

I wish to thank you for the trees you replaced for those that died. They look fine and are growing very nicely

Truly yours,

Jacob C. Koch

418 Seneca Park Ave. Rochester, N. Y.

Oct. 25, 1933

Dear Sir:

I received my order of trees which you sent to replace the ones which died. Every tree was of the same fine quality as the ones in the original order. I wish to thank you very kindly for the prompt replacement of these trees.

Yours Sincerely,

Mrs. George Karwick

Lake View, N. Y.

Oct. 12, 1933

Dear Mr. Eastman:

The replacement order of 35 Austrian Pines arrived in good condition. We very much appreciate your replacing these trees.

Respectfully,

Dora S. Kennedy

Newton, Mass.

Nov. 1, 1933

Gentlemen:

Thanks very much for tree received to replace the one which died.

Sincerely,

A. S. Partridge

152 Oakleigh Road

*NOTE: We asked Mr. Partridge if we could use the above letter and here is his answer:*

"Yes—you are welcome to use any part of my letter. It is a pleasure to deal with a concern who follows up its sales with inquiries as to how the goods satisfied, and replaces trees which fail to live. A. S. Partridge"

327-45 E. 9th St., Erie, Penna.

Oct. 18, 1933

Gentlemen:

Many thanks for the seedlings which arrived in good condition by express. We greatly appreciate your generosity in replacing these plants.

Sincerely yours,

Benedictine Sisters

St. Francis, Wis.

October 20, 1933

Gentlemen:

We wish to thank you for replacing the trees we wrote you about on Oct. 1. They arrived in good order and we hope our luck in raising them will be better than last time. Appreciating your kind and prompt attention and again thanking you

Respectfully yours,

The Sisters of St. Francis of Assisi

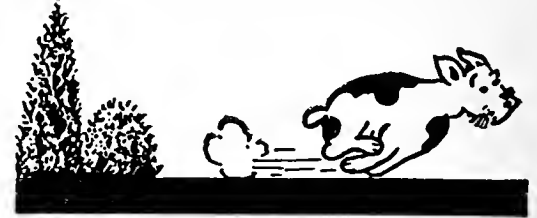
## QUESTIONS — and — ANSWERS

1. *How large is your nursery?*  
Thirty-five acres of trees—about five million in all. Annual output, about two million trees.
2. *How are the trees packed?*  
The roots are packed in wet moss and the whole tree wrapped in burlap and waterproof paper. There is no charge for packing.
3. *How are they shipped?*  
Either by express or parcel post. However, express shipment is recommended. Express shipments go collect and parcel post shipments C. O. D. for postage.
4. *How long will the trees keep in the package?*  
Two or three weeks if necessary and if kept in a damp place, but of course the sooner they are unpacked the better.
5. *Do the trees have to be transplanted after we plant them?*  
No, not if they are planted in their permanent locations. Many of our customers put their trees in a garden or other cleared area for a few years, then transplant them to their permanent locations. When you do transplant, cut around each tree with a shovel and lift out with a good ball of earth.
6. *Is mulching necessary?*  
Mulching, or the putting of peat moss, leaves, hay, straw or other similar substance on the ground around the tree, is not necessary but helps keep the moisture in the soil during dry seasons and also protects the tree from the effects of frost heaving in the spring and fall.
7. *Should the trees be shaded?*  
Not under average conditions. However, some of our customers in the far south have told us that better results are obtained if the trees are shaded during the hot summers.
8. *Should we use a fertilizer?*  
Not necessary, but a good fertilizer will stimulate growth. Use Vigoro, Loma or any other good tree food.
9. *Are trees which have been transplanted each two years better than those which have not?*  
Yes. Trees which are not transplanted at least every two years put on a tall, spindling growth which is weak. The roots are poorly developed, usually one long tap root with very few laterals. First class trees are transplanted at least every two years. Those that have not been so transplanted are usually not worth planting.
10. *What trees should we plant for a hedge?*  
For a low hedge—less than four feet—use Arborvitae or Hemlock. Do not use mixed varieties in planting hedges. For high hedges or windbreaks, use any of the Pines, Spruces or Firs.
11. *Do you guarantee delivery?*  
Yes. If you do not receive your trees within a reasonable time after receiving notice of shipment, write us at once and we will send you duplicate shipment and collect from the express company for loss of your trees.





*12,380 People Have Purchased  
8,000,000 Evergreen Trees from the  
Western Maine Forest Nursery  
in the last ten years  
WHY?*



## **"DOGZOFF"**

If you are bothered with dogs, cats or rabbits, "Dogzoff" is the spray you need. It is a most efficient animal repellent and one spraying will last from three to four weeks. Not poisonous to plants and will not injure animals. Not offensive to humans. Its use is guaranteed to keep these animals from any place where they are not wanted.

"Dogzoff" is applied with any small insect sprayer and one application usually does the work.

"Dogzoff" will save its cost many times over around the garden and home.

PRICE FOR  
SEASON'S SUPPLY **69c** PRE-  
PAID